

POST :608-NEW YORK, CONSULATE GENERAL SECTOR :004-DEFENCE PROGRAMS,PRODUCTS,SERV
UNITED STATES OF AMERICA

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

SUB-SECTOR:ELECTRICAL & ELECTRONIC

IDENTIFY,INTRODUCE & SUPPORT CDN COMP WITH CAPABILITY TO
IF PROPER MATCH IS OBTAINED BUSINESS IN RANGE OF US \$110 M

OVER 3-6 YR PERIOD WILL BE GENERATED.

CONT TO CALL ON SR. MILITARY & CIVILIAN OFFICIALS[IN PARTIC
IMPROVED ACCESS OF CDN COMPANIES TO KEY DECISION MAKERS

WORK WITH THE CDN COMM CORP&CECOM,FORT MONMOUTH TO ENSURE
CDN COMP WITH APPROPRIATE TECH WILL BE WELL PLACED TO RECEIVE

BID SETS,THUS BECOMING AWARE OF NEW OPPORTUNITIES.

UNDER AUSPICES OF NEW ESTAB WORK GROUP AT ARDEC,PICATINNY
INCREASE PARTICIPATION OF CDN FIRMS IN R & D PROJ AT ARDEC

LEAD TO CONTRACT AWARDS IN RANGE OF \$5M IN NEXT 5 YEARS

WORK WITH CECOM PROCUREMENT DIRECTORATE TO IDENTIFY 20 COMP
BUDGET FOR SPARES IS QUITE SUBSTANTIAL & ONE CAN ANTICIPATE

BUS. IN THE RANGE OF US\$3M CLD BE GENERATED OVER 3YR PERIOD.

SUB-SECTOR:AEROSPACE

CONT LIAISON PROG WITH LOCAL DEFENCE CONTR TO PROM BENEFITS
NEW BUSINESS OPPORTUNITIES WITH U.S. PRIMES

PARTICIPATE IN HIGH TECH CONF TO PROVIDE GUIDE TO NE EXPRTRS
NEW BUSINESS OPPORTUNITIES WITH U.S. PRIMES

IDENT. & ACTIVATE A PROG OF LIAISON VIS.;AMONG 2ND TIER DEF.
EXTEND MKT POTENTIAL FOR CDN DEFENCE PARTICIPANTS BEYOND TRAD

-ITIONAL PRIME CONTR LEVEL.

MONITOR AWARDS & ENCOURAGE RECIPIENTS OF MAJ NEW CONTR TO
INCREASE PARTICIPATION BY CDN FIRMS IN NEW PROGRAMS

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 -Coordinate U.S. Army Communications Electronics
Command (CECOM)/Defence Development Working
Group Meeting, May 31-June 2, Ottawa.
-Met with reps. of TDP & Toronto regional office
to plan Subcontractor Conference III.

QUARTER: 2 A.F.C.E.A. Trade Show, Fort Monmouth
(Defence Electronics Sub-Sector)

Introduced three new companies to C.E.C.O.M.
buyers and engineers